

MEDICAL DEVICE INNOVATION



Barcelona, 27 de octubre, 2015

Carlos Sisternas

Director FENIN Catalunya

Qué es FENIN?

FENIN, Federación Española de empresas de Tecnología Sanitaria, es la **asociación empresarial que representa en España a las empresas de Tecnología Sanitaria**.

NUESTRA MISIÓN

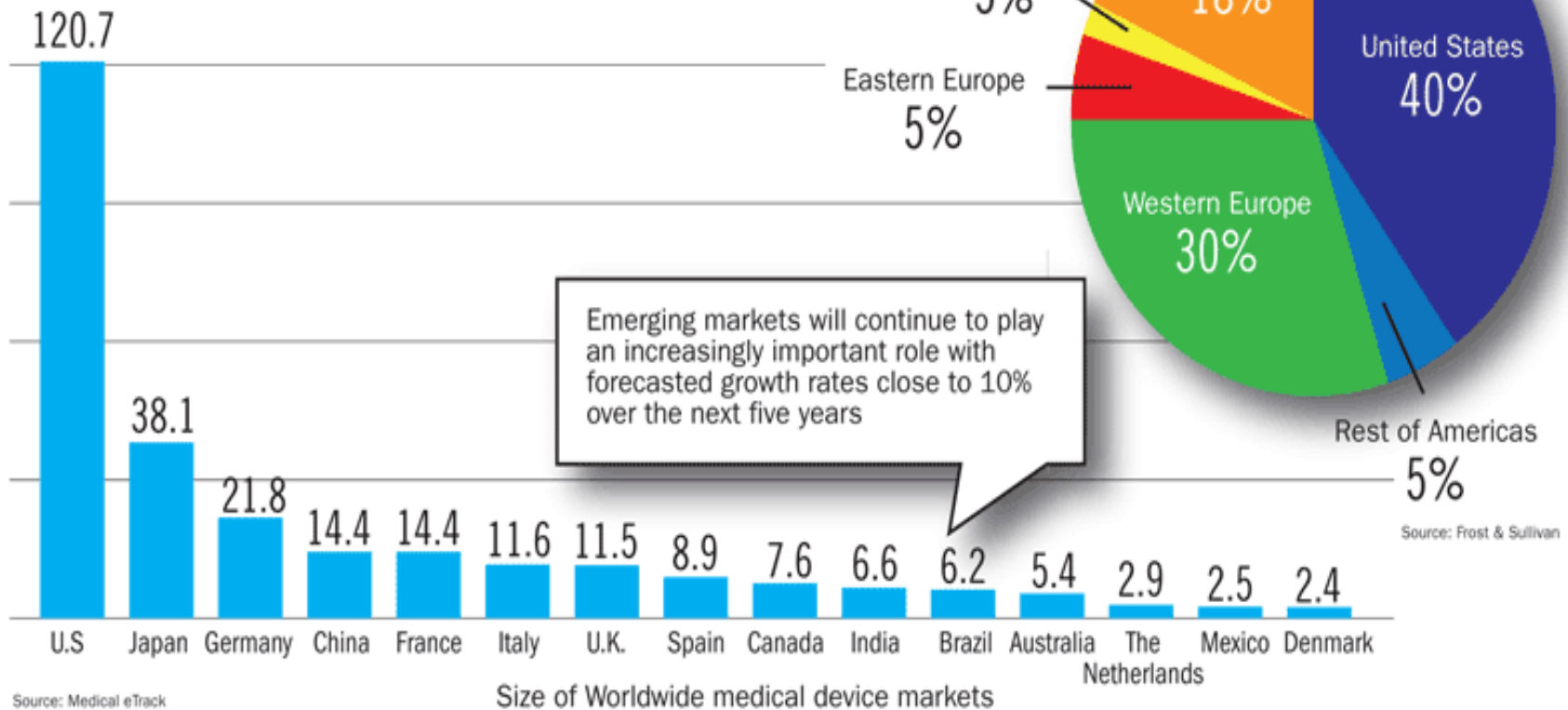
Representar y promocionar, a todos los niveles, **los intereses del sector**, resaltando su “VALOR” y fomentando su “USO RACIONAL”.

Mercado de Tecnología Sanitaria

Snapshot of the global medical devices market

U.S. leads, but emerging markets set growth pace

Billions of USD



Mercado de Tecnología Sanitaria

THE MEDTECH INDUSTRY

IN EUROPE

WHAT IS MEDTECH?

...IS AN UMBRELLA TERM FOR:

- MEDICAL DEVICES
- IN VITRO DIAGNOSTICS
- IMAGING EQUIPMENT
- E-HEALTH

THERE ARE MORE THAN:

500,000
MEDICAL TECHNOLOGIES

MEDICAL TECHNOLOGY IS THERE THROUGHOUT YOUR LIFE



AN INDUSTRY THAT MAKES A DIFFERENCE

>575,000
EMPLOYEES

ROUGHLY
€100
BILLION
MARKET
SIZE

25,000 MEDTECH COMPANIES

95%
SMEs

A POSITIVE
TRADE
BALANCE
OF €15.5
BILLION

30% OF
WORLD
MARKET

GROWING
AT AROUND
4% PER
ANNUM

NUMBER #1
INNOVATION PATENTS FILED

18-24
MONTHS
INNOVATION
CYCLE

THE INDUSTRY FILES A PATENT
EVERY 50 MINUTES!

WITHIN 3
MONTHS
NEW
DIAGNOSTIC

MEDICAL TECHNOLOGY

A BRAKE ON RISING HEALTHCARE COSTS

1 LIMITS THE COST OF CARE OF PATIENTS WITH CHRONIC DISEASES



2 LIMITS THE USE OF INEFFECTIVE, UNNECESSARY TREATMENT



3 LIMITS THE COST OF CARE



DID YOU KNOW THAT

In vitro diagnostics take up only ~0.8% of total healthcare expenditure. Medtech as a whole amounts to only ~7.5%

Today, 3 out of 4 cardiac surgeries in Europe no longer require an overnight hospital stay

Investing in health technology saved Germany €22 billion

Medtech can reduce hospitalisation of patients with severe heart failure by ~33%

MEDICAL TECHNOLOGY

BENEFITTING PATIENTS AND PUBLIC HEALTH FROM DIAGNOSIS TO CURE

PATIENTS BENEFIT FROM EARLY DIAGNOSIS

80% REDUCTION OF
CERVICAL CANCER
IN FINLAND THANKS TO MASS
SCREENING PROGRAMME

PATIENTS BENEFIT FROM CONTINUOUS IMPROVEMENT IN QUALITY OF CARE

67% LESS INFECTION

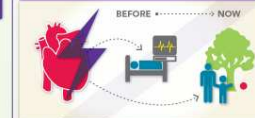
AND REDUCED EXPOSURE TO RISK AND SIDE-EFFECTS

SURGICAL DRESSINGS ARE PROTECTING YOU FROM THE TOUGHEST SUPERBUGS

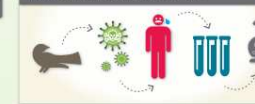
MEDTECH IMPROVES QUALITY OF LIFE



AND ENABLES PATIENTS TO REGAIN ECONOMIC AND SOCIAL ACTIVITIES FASTER



MEDTECH MAKES QUICK RESPONSES TO COMMUNICABLE DISEASES POSSIBLE



edma
EUROPEAN
DIAGNOSTIC
MANUFACTURERS
ASSOCIATION

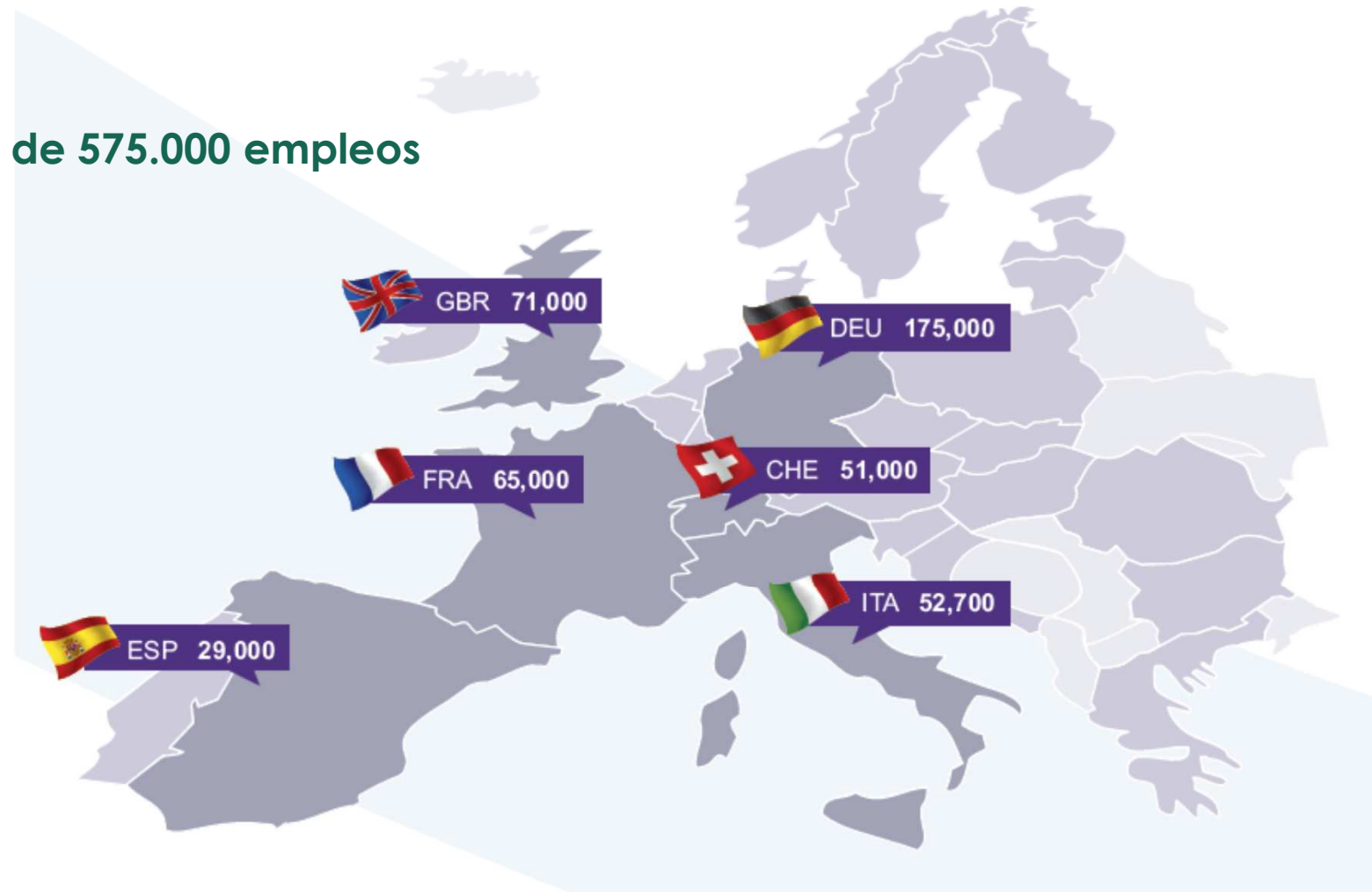
Eucomed
EUROPEAN
MEDICAL
DEVICES
ASSOCIATION

MedTech Europe
FROM DIAGNOSIS TO CURE
www.medtech-europe.org

federación española
de empresas de
fenim TECNOLOGÍA SANITARIA

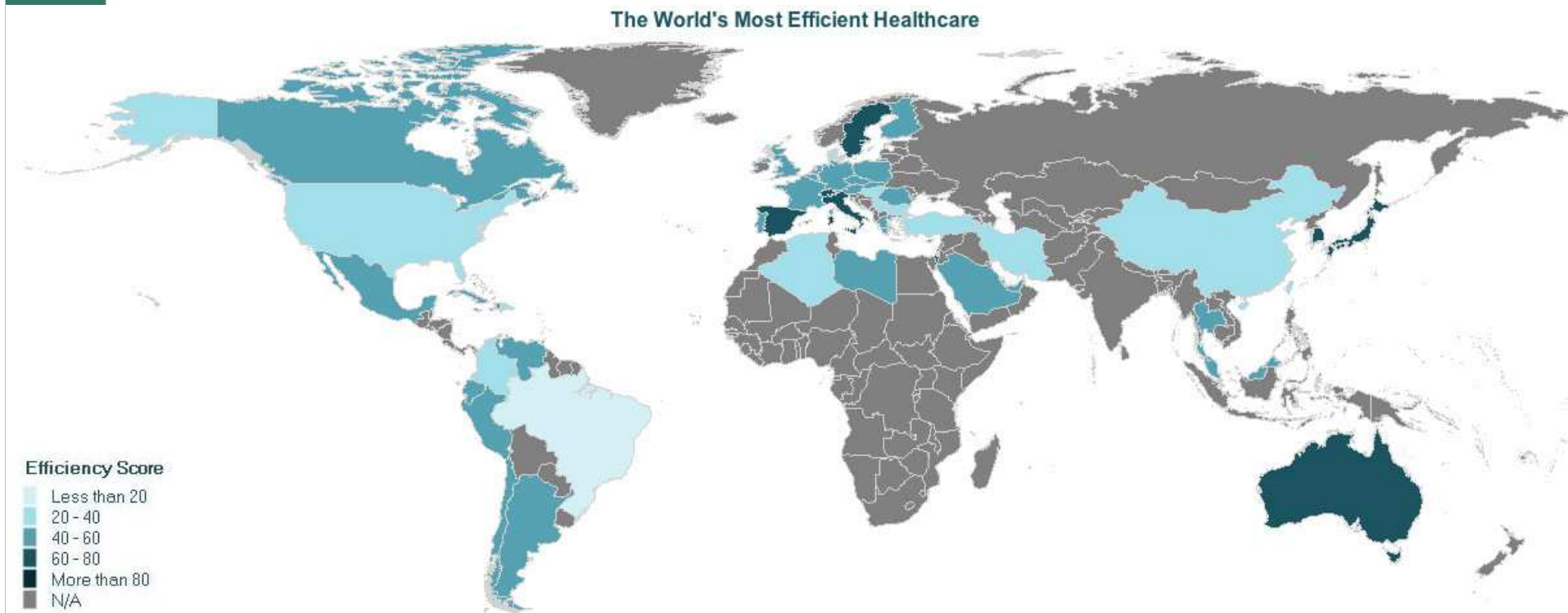
Sector de Tecnología Sanitaria en Cifras

Más de 575.000 empleos



Fuente: EUCOMED, European Medtech Market 2012

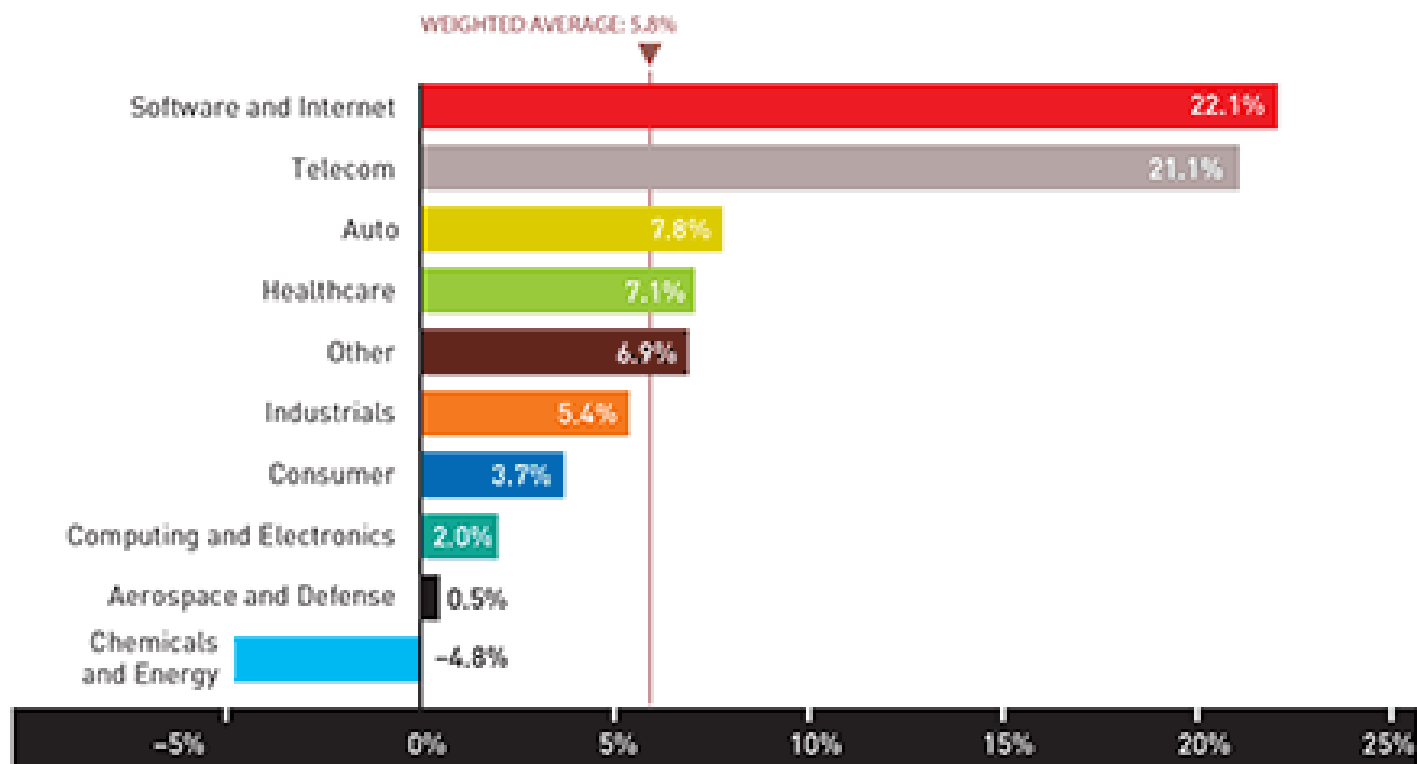
Eficiencia de los Sistemas Sanitarios



Evolución Gasto I+D+i

Exhibit D: Change in R&D Spending by Industry, 2012–13

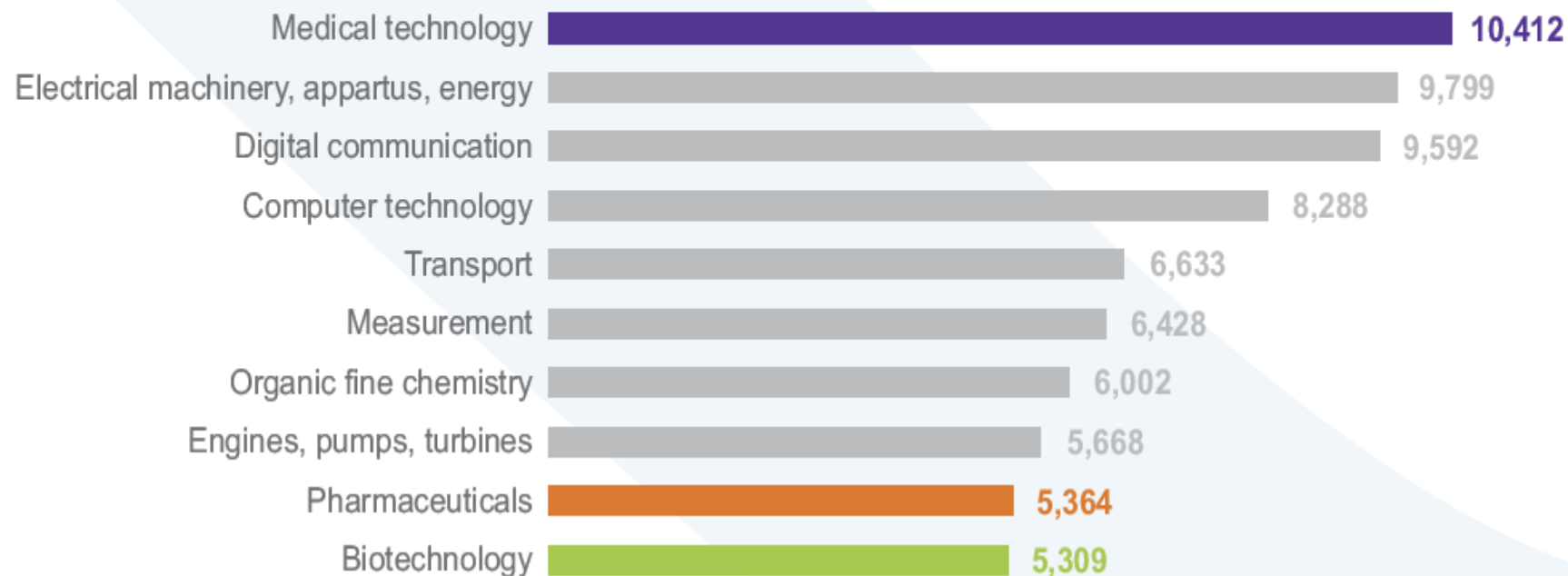
The software and Internet sector invested aggressively this year, growing its R&D spending by 22.1 percent.



Source: Bloomberg data, Capital IQ, Booz & Company

Qué sectores patentan más?

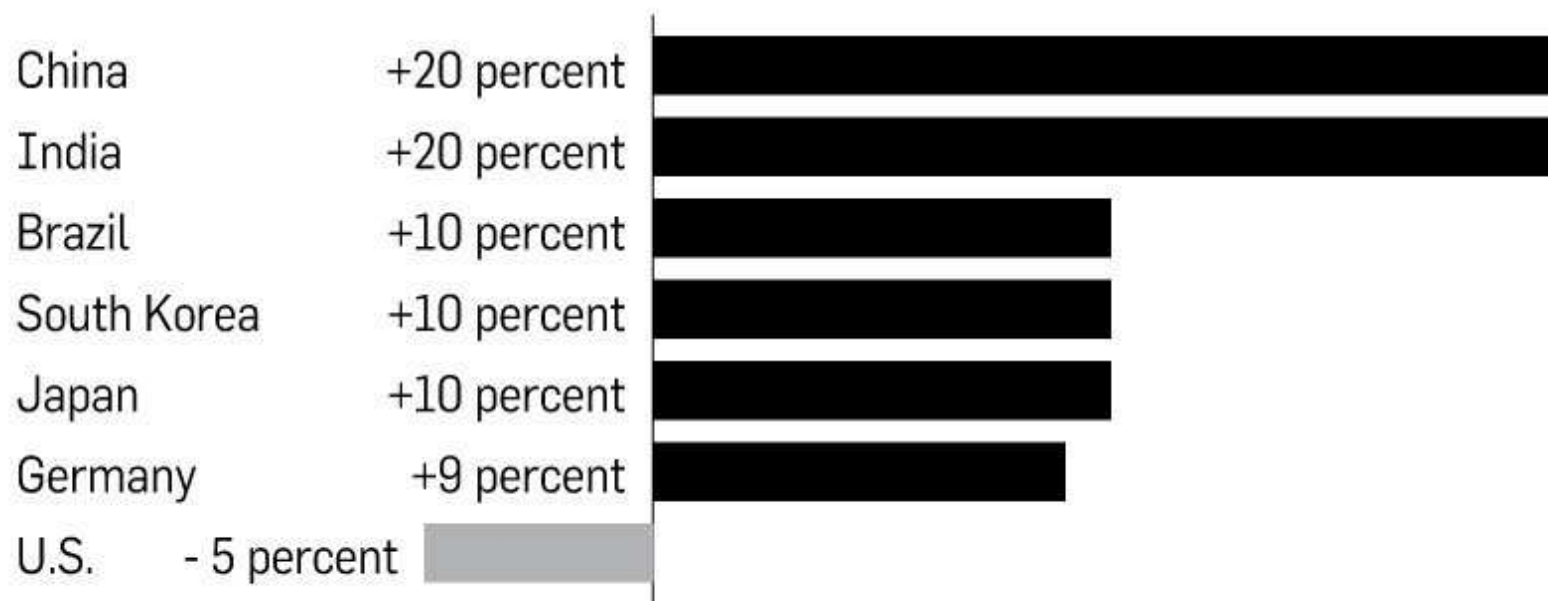
Top 10 technical fields in patent applications. Number of patent applications filed with EPO, 2012 ⁵



Leaders

Forsaken research

The United States is cutting back its spending on biomedical research at a time when other countries are accelerating it.



Source: National Institute of Health

THE STAR-LEDGER

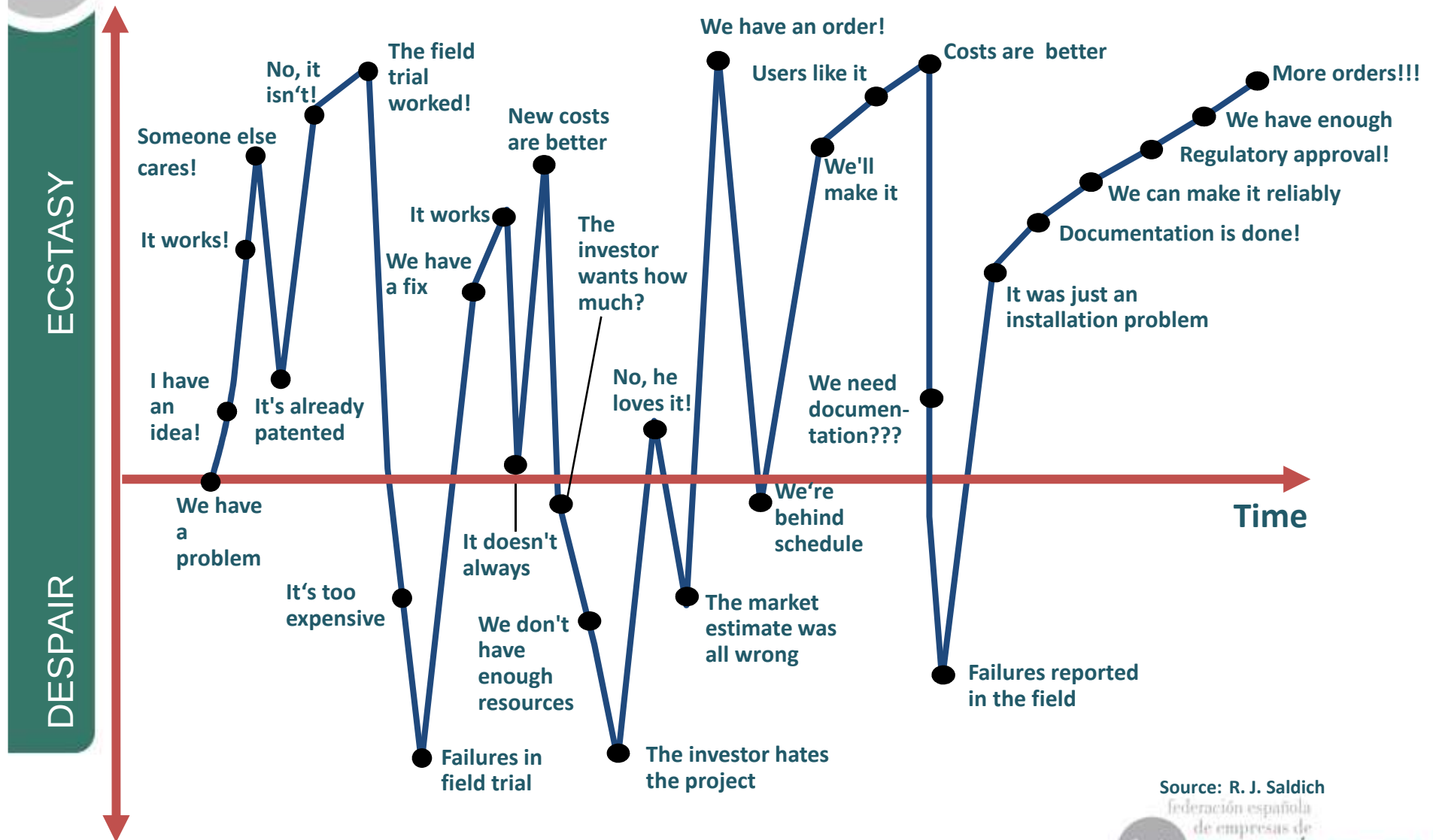
Navegar buscando ideas es divertido...



Sólo que es difícil encontrarlas...

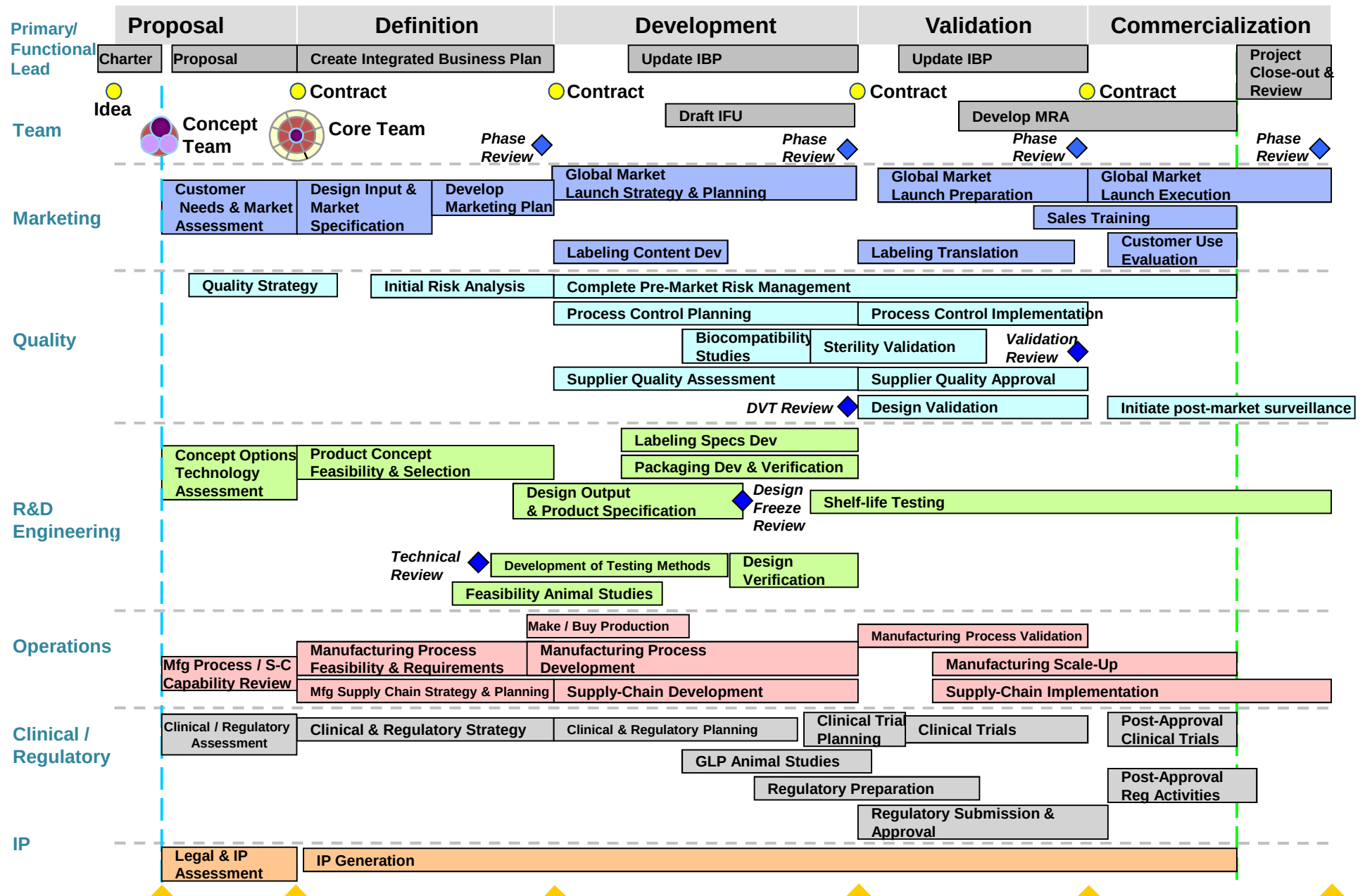


Es un viaje lleno de altibajos



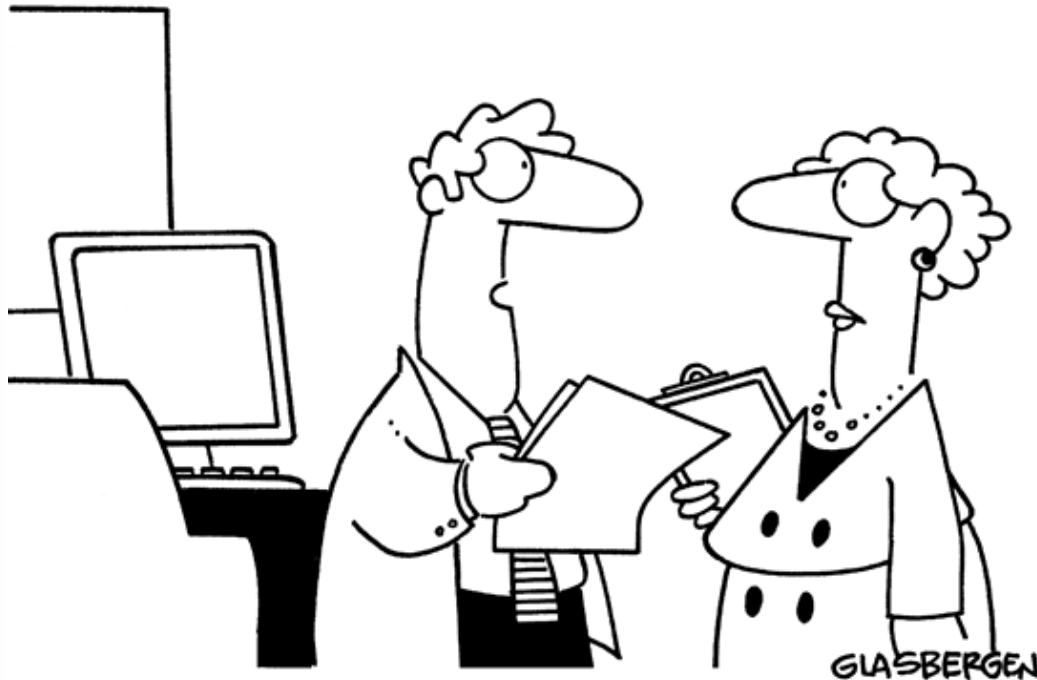
Source: R. J. Saldich

En el que necesitas un sistema de navegación...



La Industria busca cooperación con la Ciencia

Copyright 2006 by Randy Glasbergen.

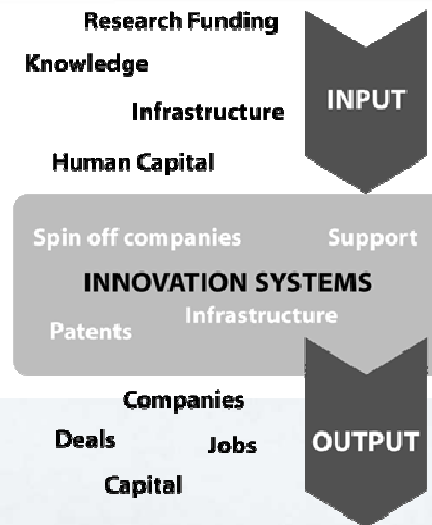


**“My team has created a very innovative solution,
but we’re still looking for a problem to go with it.”**

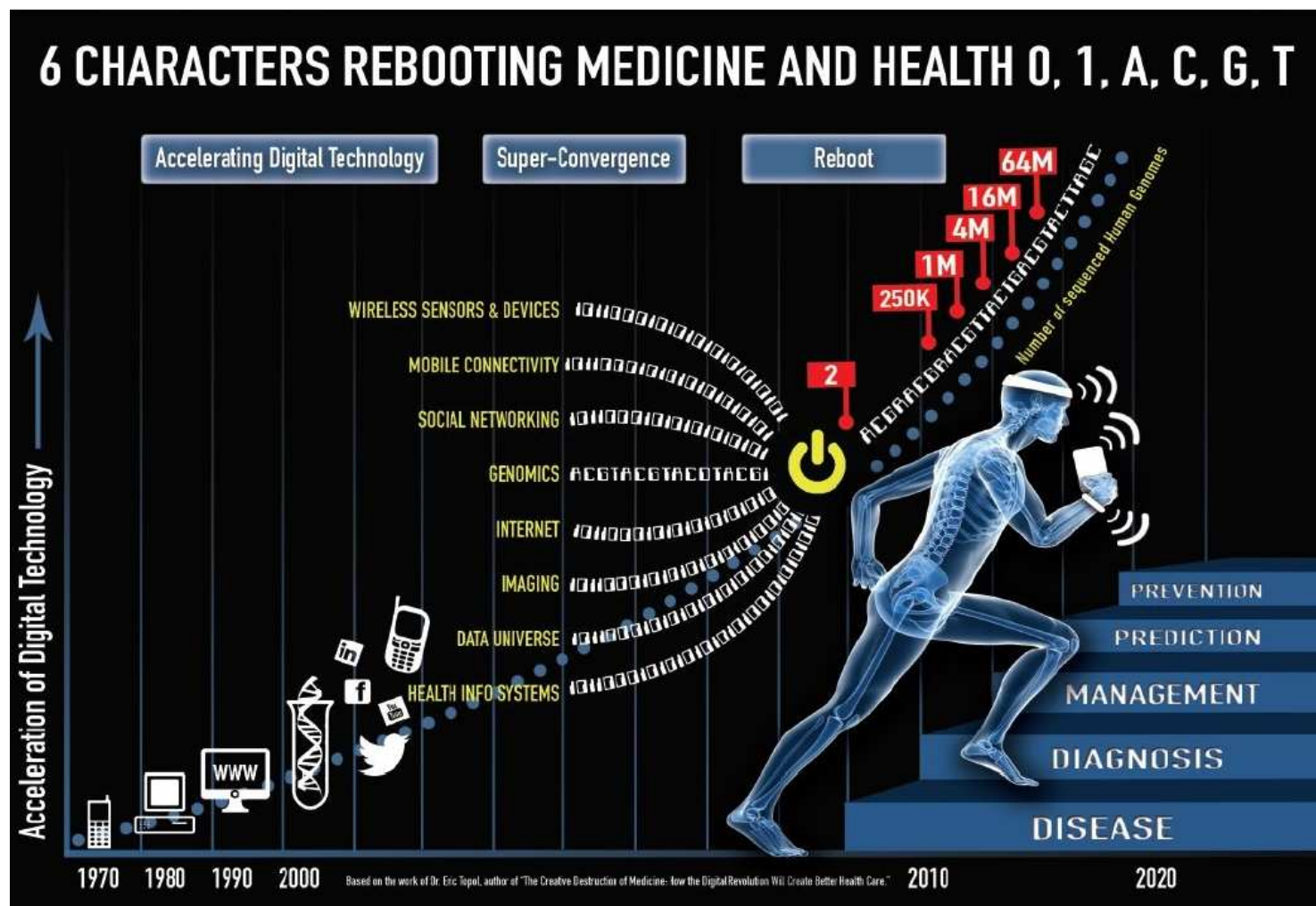
**But changes
happen if they
have real sense!**

“Open Innovation” es una necesidad, no una moda





Tecnologías Convergentes...



Tecnologías Convergentes...

EVOLUTION OF PACEMAKER TECHNOLOGY



1958
Weight: 73.4g
Size: 35cc



1981
Weight: 55g
Size: 25cc



1995
Weight: 14g
Size: 6cc



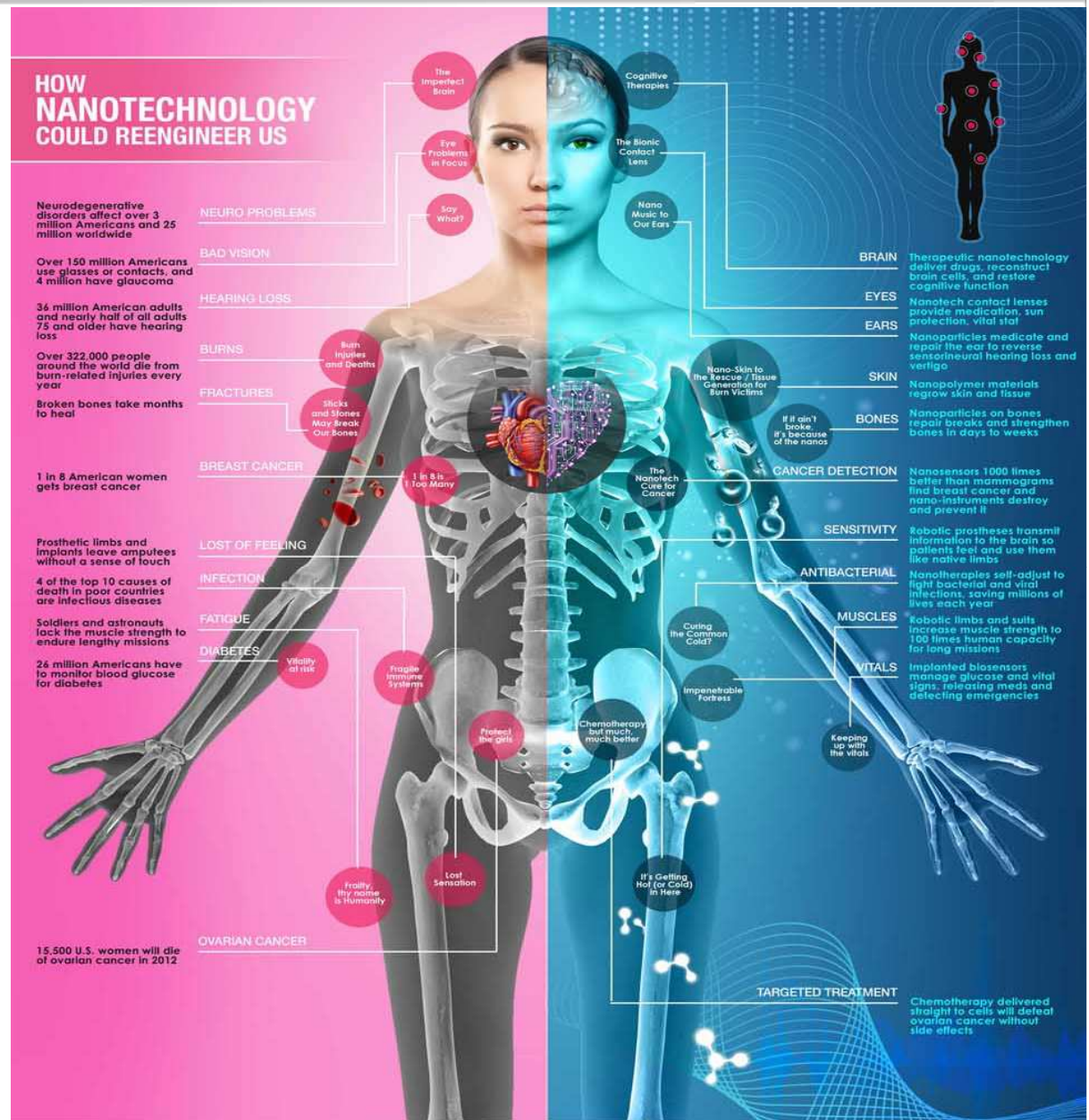
2009
Weight: 23g
Size: 12.8cc



2013
Weight: 2g
Size: 1cc

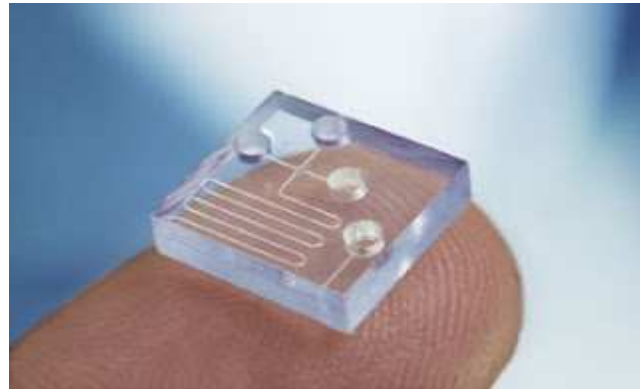
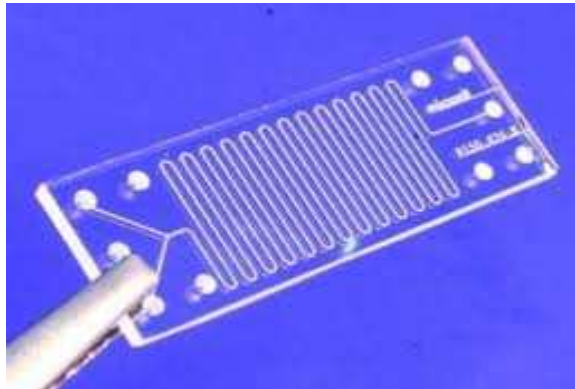
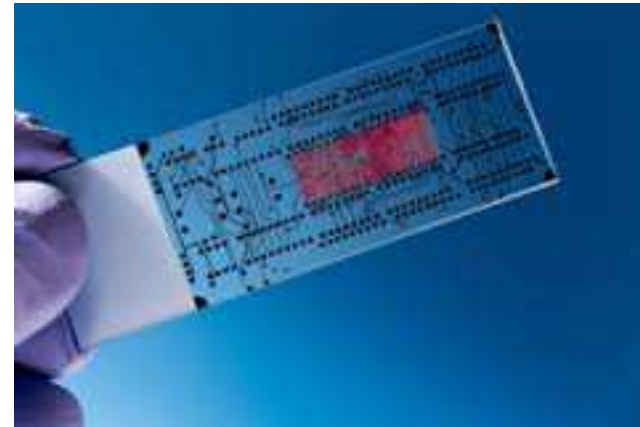
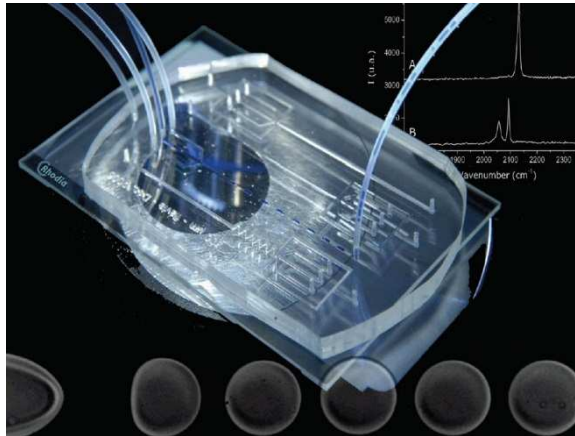
Tecnologías Convergentes...

Nanotecnología



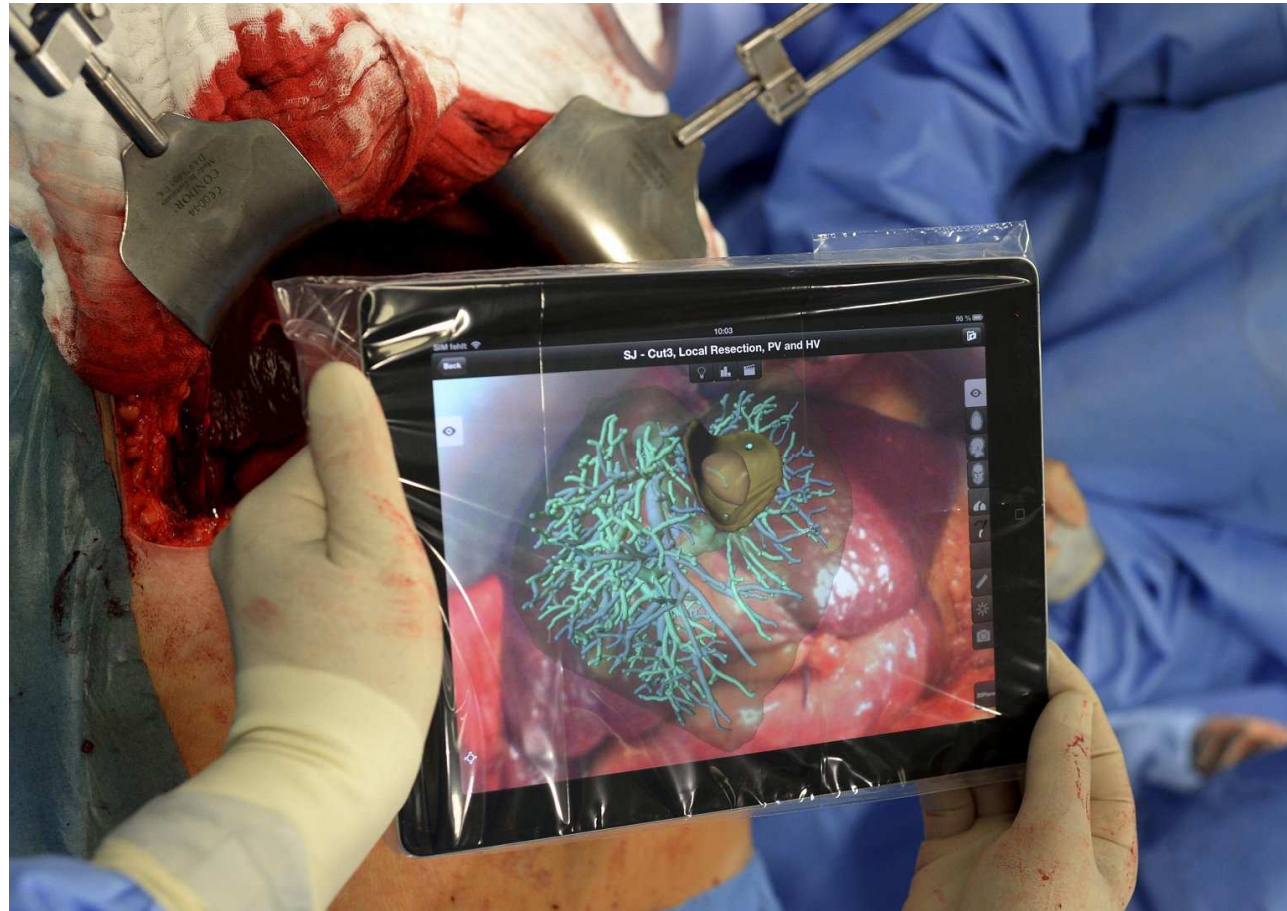
Tecnologías Convergentes...

Nanotecnología y Microfluídica



Tecnologías Convergentes...

Realidad Aumentada



Tecnologías Convergentes...

3D Printing



\$3.5 billion

Amount additive manufacturing is on track to reach by 2017.*



90% reduction

Additive manufacturing could reduce energy use by 50% and material costs by up to 90% compared to traditional manufacturing methods.**

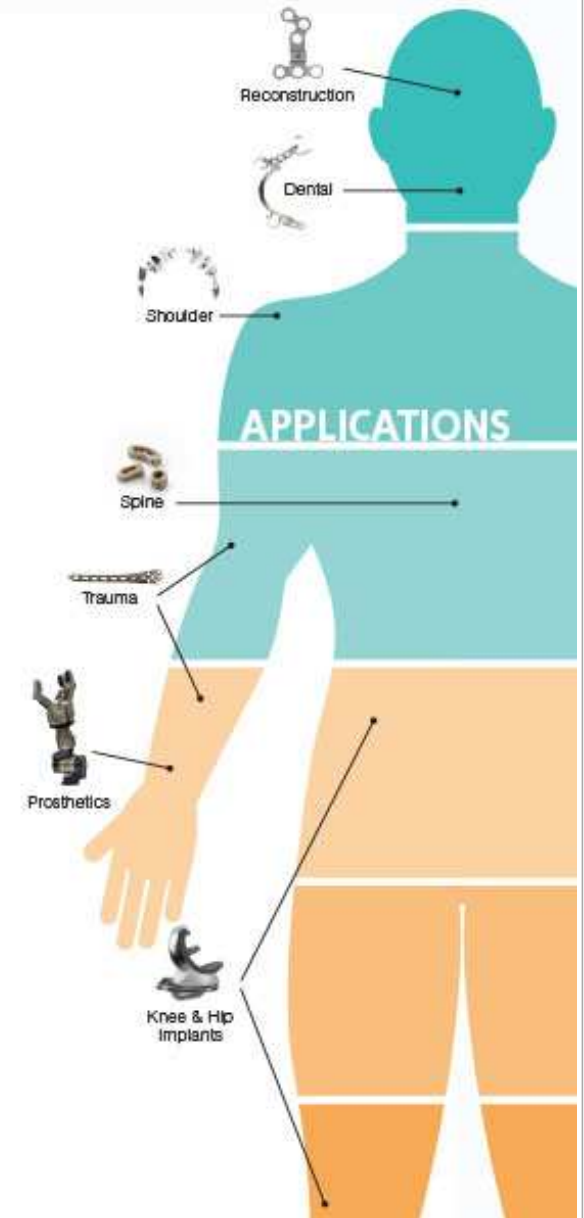


\$5.2 billion

... projected worldwide additive manufacturing industry by 2020.***

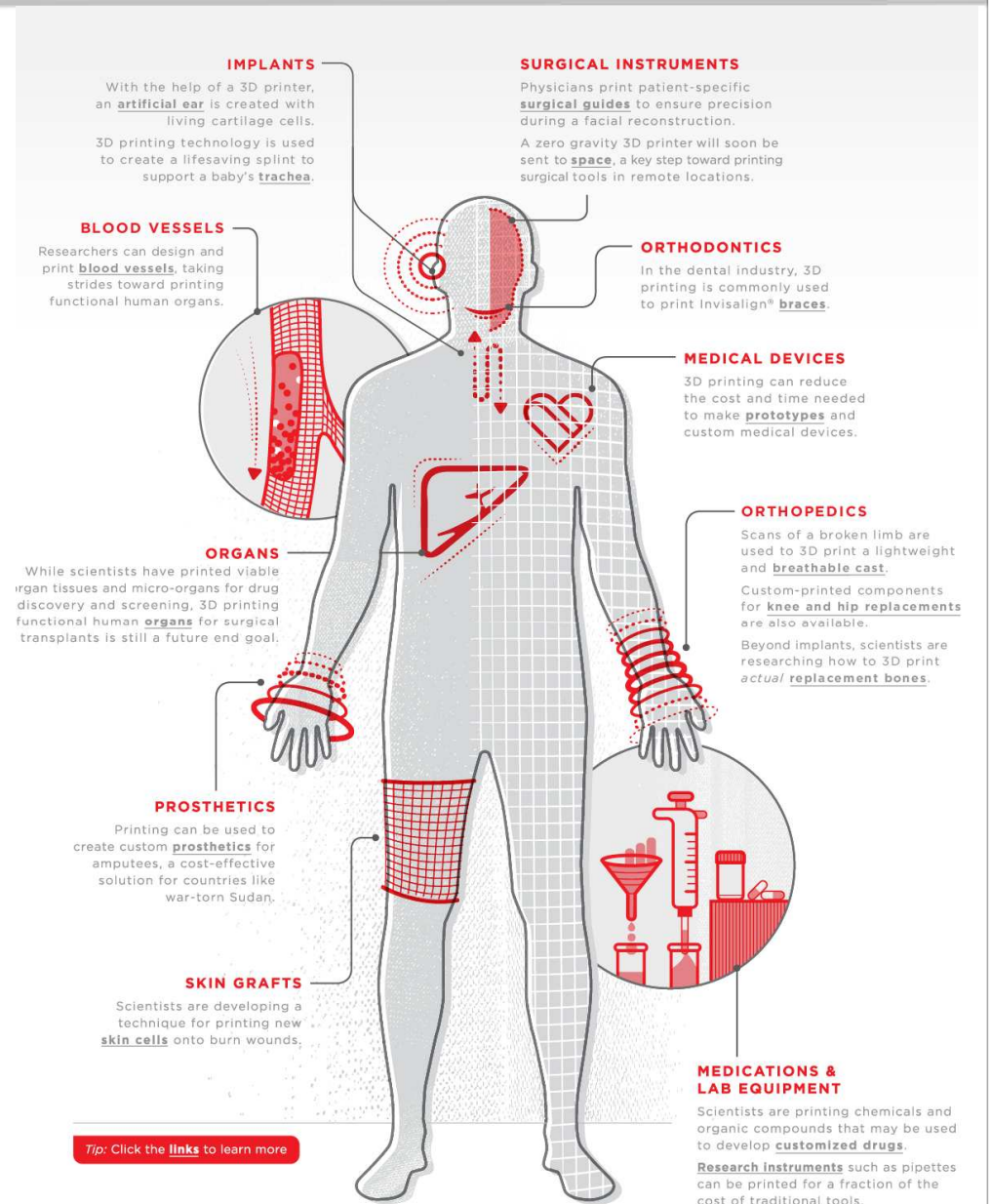


Annual speed additive manufacturing is growing.*



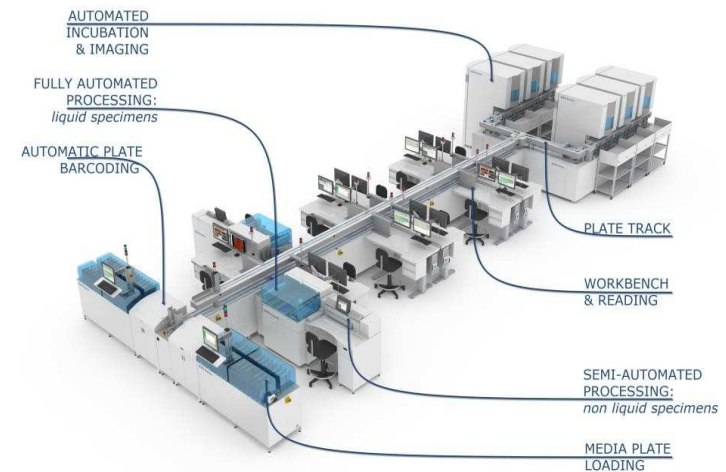
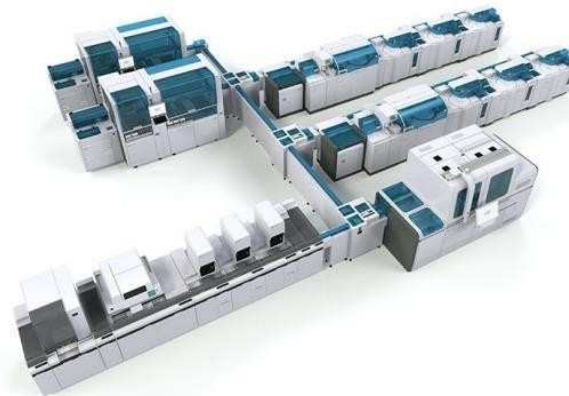
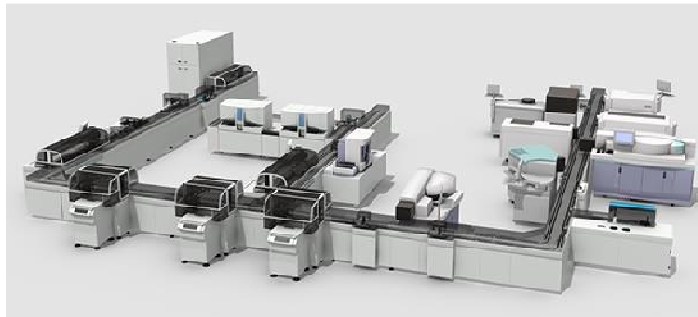
Tecnologías Convergentes...

3D Printing



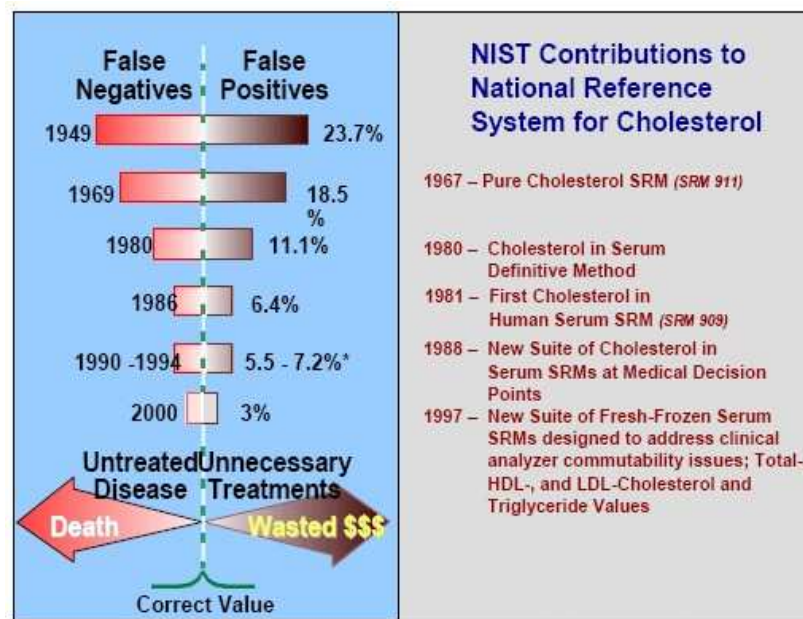
Avances Tecnológicos: Algunos ejemplos

Automatización y Robotización (pasado-presente-futuro)



Avances Tecnológicos: Algunos ejemplos

Automatización y Robotización (pasado-presente-futuro)

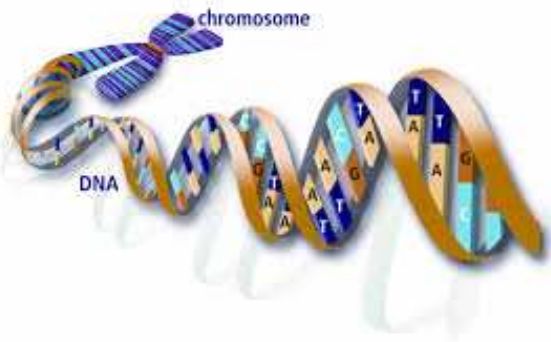


Improvement in precision since 1968 has been estimated to save \$100M/yr in treatment costs

Data from U.S. Government Accounting Office and College of American Pathologists

Avances Tecnológicos: Algunos ejemplos

ADN Circulante



El diagnóstico no invasivo

La búsqueda de un diagnóstico temprano del cáncer ha hecho que las investigaciones se centren en el análisis de la sangre para hallar fragmentos del ADN de un tumor (ctDNA).

EL ESTUDIO DEL ADN DE UN TUMOR

1 El ctDNA o biopsia líquida puede ser recogido de forma no invasiva a través de muestras de sangre. La prueba es sumamente informativa.



2 Mediante el uso de tecnología molecular se buscan alteraciones genómicas específicas del tumor presentes en el plasma sanguíneo.



3 Los niveles del ADN del tumor en el plasma son variables y generalmente bajos.

2 ml de plasma pueden contener:

Hasta 10.000 copias de ADN de las células sanas, pero solo unas pocas docenas de copias del **genoma** del tumor.



ADN

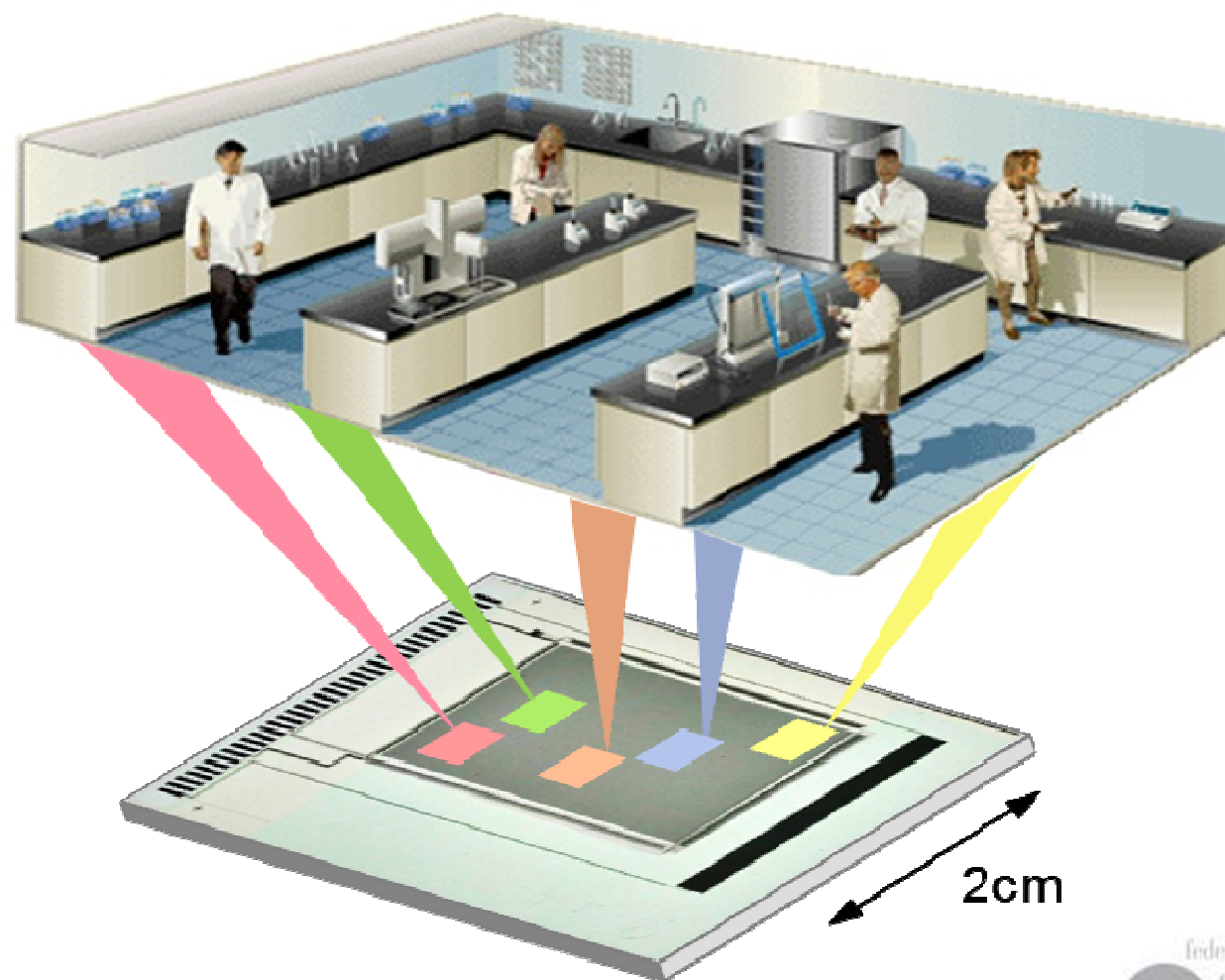
Las células cancerosas pueden circular en la sangre en el 85% de los distintos tipos de cáncer.

FUENTE: ASOCIACIÓN AMERICANA PARA LA INVESTIGACIÓN DEL CÁNCER

INFOGRAFÍA: ANTONIO TARAZONA

Avances Tecnológicos: Algunos ejemplos

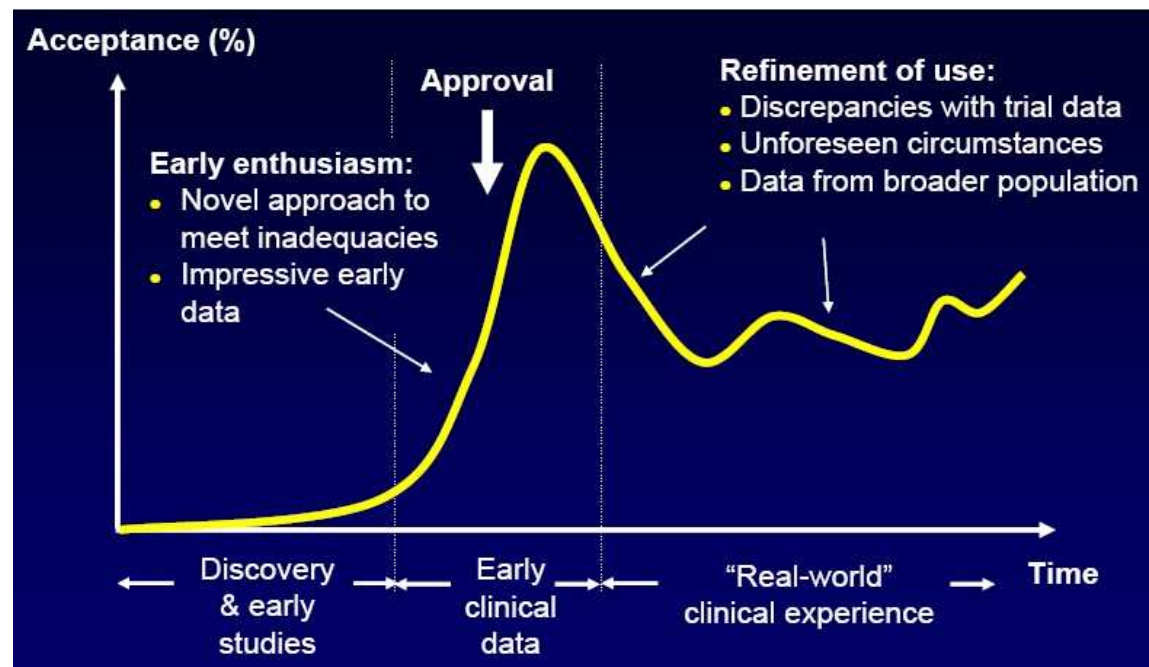
Lab on a Chip



Avances Tecnológicos: Algunos ejemplos

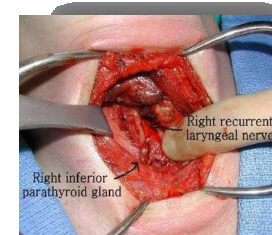
Nuevos Biomarcadores

Historia natural de un nuevo test diagnóstico de laboratorio



Avances Tecnológicos: Algunos ejemplos

Point of Care Testing



Avances Tecnológicos: Algunos ejemplos

Espectrometría de masas

Intraoperative Tissue Identification Using Rapid Evaporative Ionization Mass Spectrometry

Júlia Balog^{1,*}, László Sasi-Szabó^{2,*}, James Kinross^{3,4}, Matthew R. Lewis³, Laura J. Muirhead^{3,4}, Kirill Veselkov³, Reza Mirnezami⁴, Balázs Dezső⁵, László Damjanovich², Ara Darzi⁴, Jeremy K. Nicholson^{3,†} and Zoltán Takáts^{3,†}

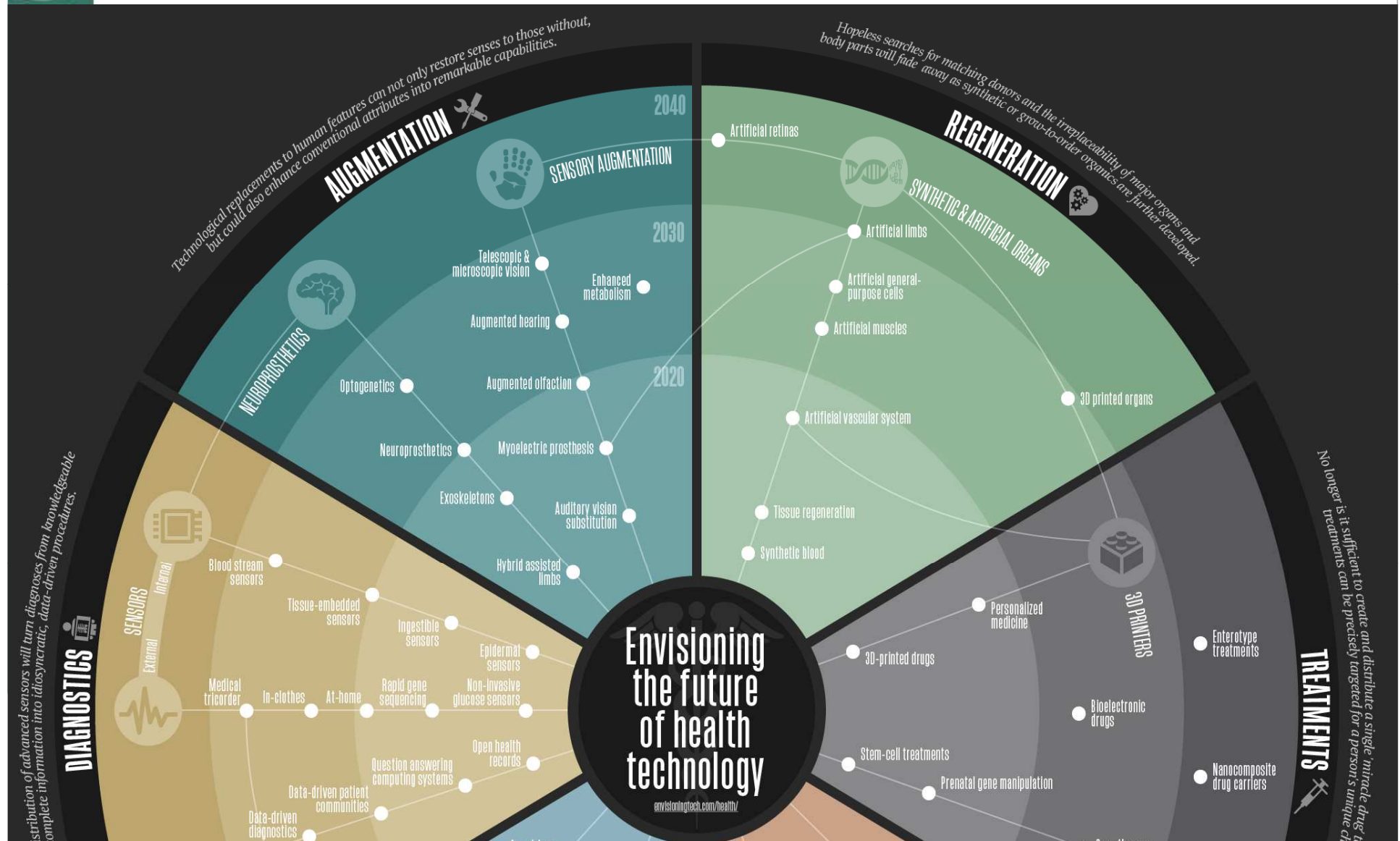
Science Translational Medicine 17 Jul 2013:
Vol. 5, Issue 194, pp. 194ra93
DOI: 10.1126/scitranslmed.3005623

iKnife or intelligent knife

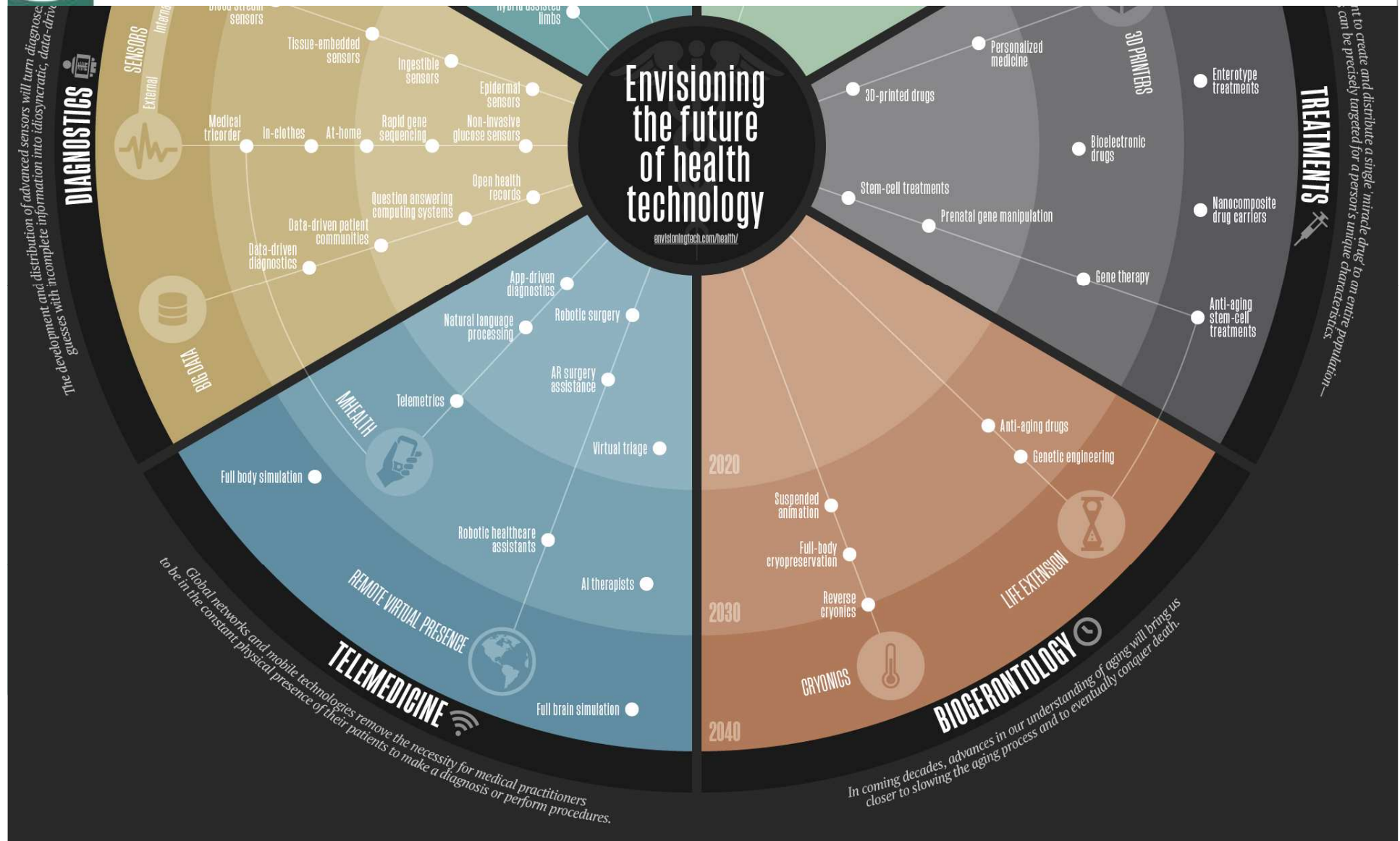
Combines electrosurgery with
new mass spectrometry
techniques



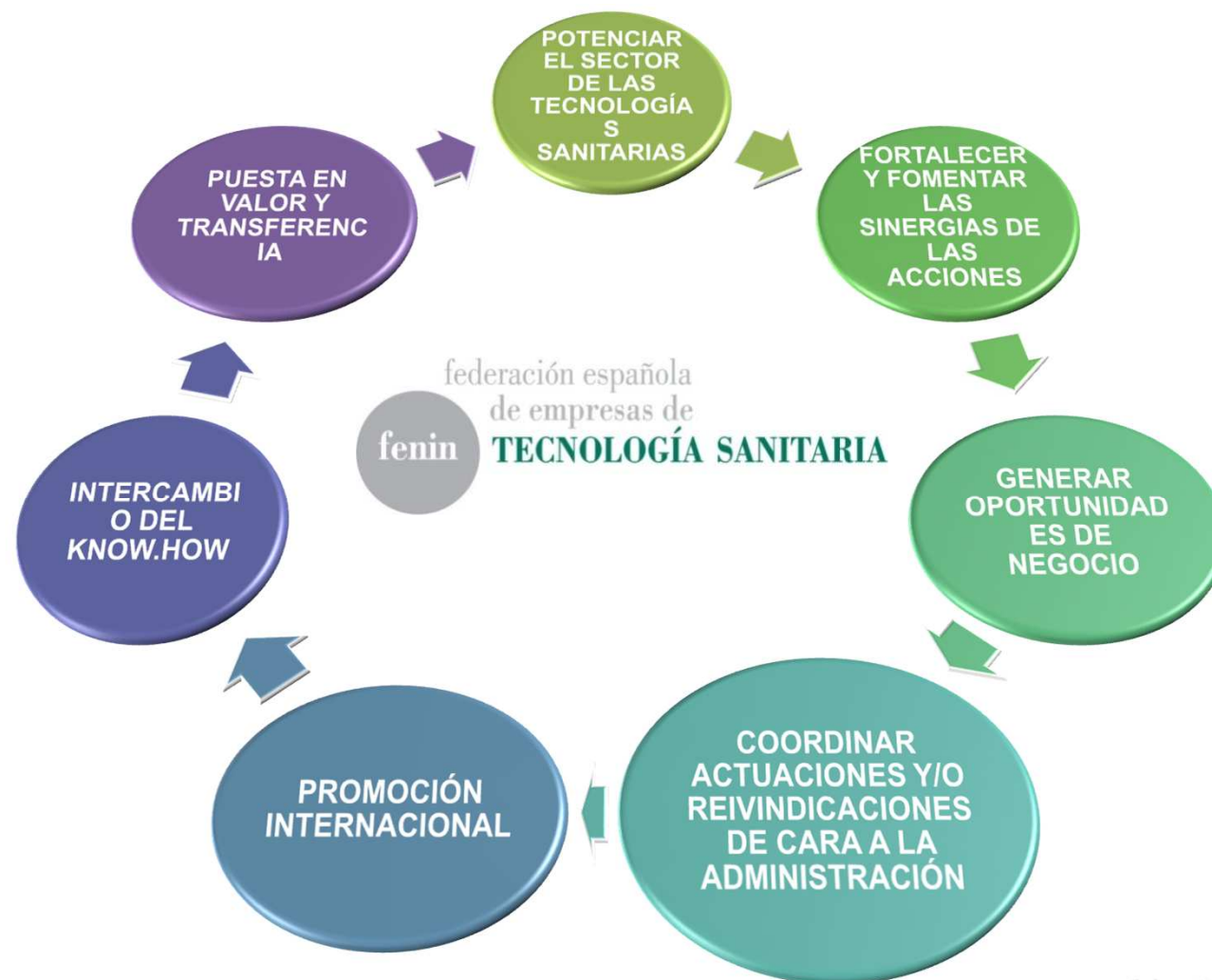
Cómo será el Futuro (I)



Cómo será el Futuro (II)

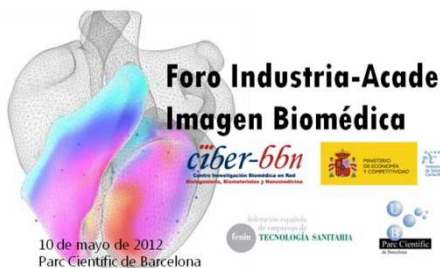


FENIN y la Innovación



Nuestro compromiso en la actualidad

1er Foro CIBER BBN Imagen Biomédica



2º Foro CIBER BBN diagnóstico y terapias en oncología



LOS PROFESIONALES DEL ENFERMO CRÍTICO

I Foro Innovación Críticos



2º Foro Innovación Horizonte 2020 en Madrid



VI Conferencia Plataformas Biomédicas



I Foro Innovación CIEBERES



British Embassy
Madrid



2º Foro empresarial e-Health en Londres

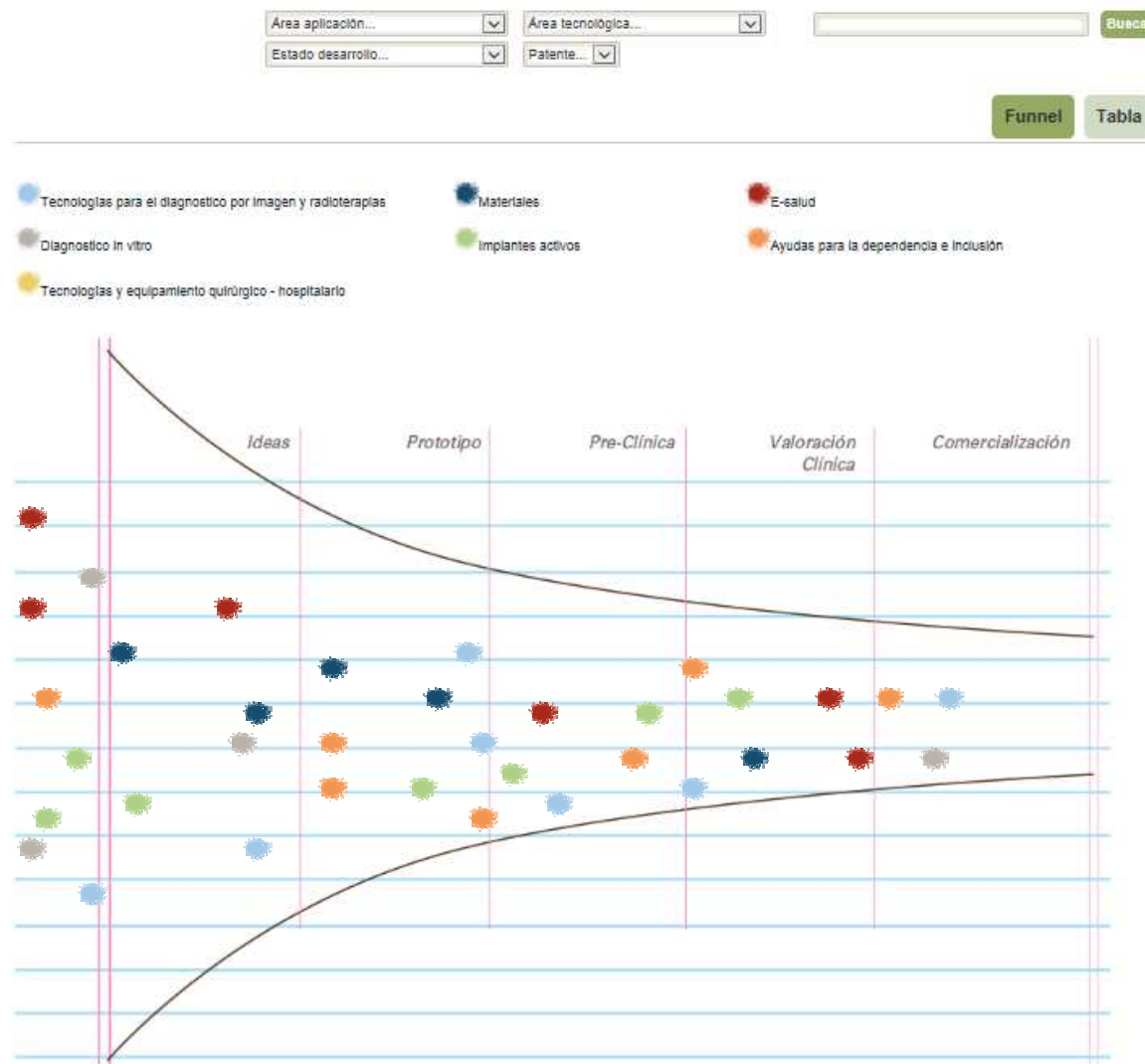


- ✓ 14 foros empresariales organizados
- ✓ 1000 Asistentes
- ✓ 392 Entidades participando en la Plataforma
- ✓ 1200 Reuniones entre los participantes
- ✓ 30 Proyectos de colaboración en marcha

Nuestro Programa de Innovación



Medintech



Qué significa Medintech?

Entrepreneur



"This really is an innovative approach, but I'm afraid we can't consider it. It's never been done before."

R&D Providers



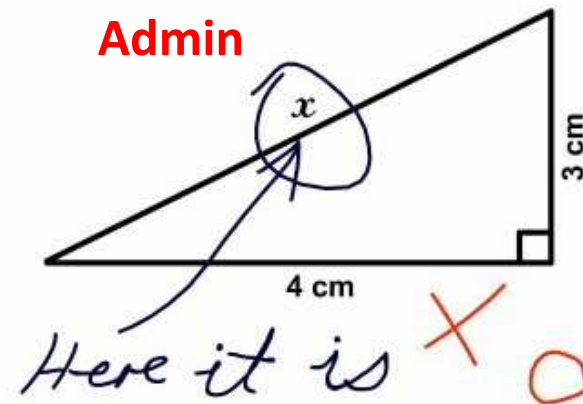
"I call my invention 'The Wheel,' but so far I've been unable to attract any venture capital."

Healthcare Professional



3. Find x .

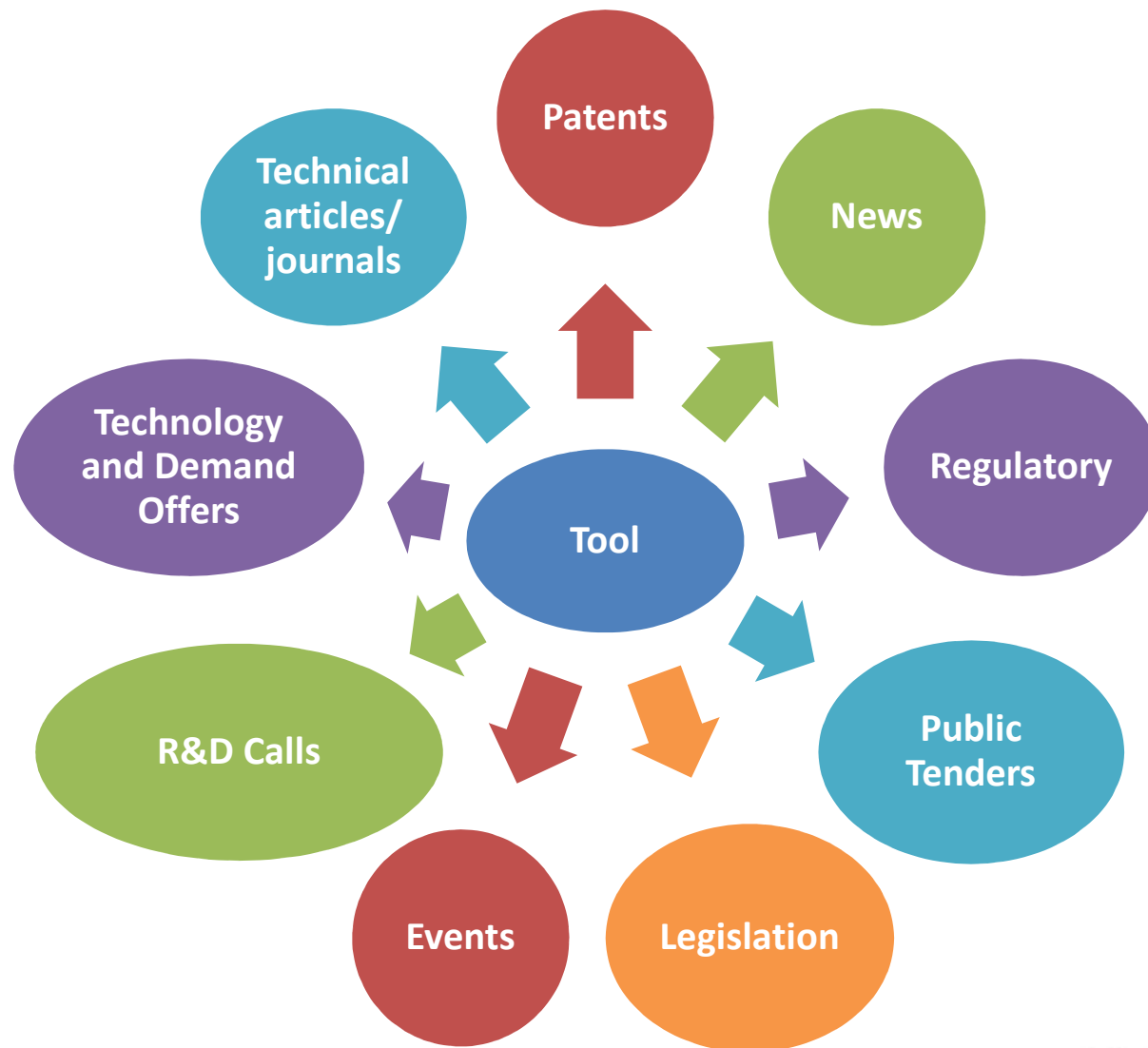
Admin



federación española
de empresas de

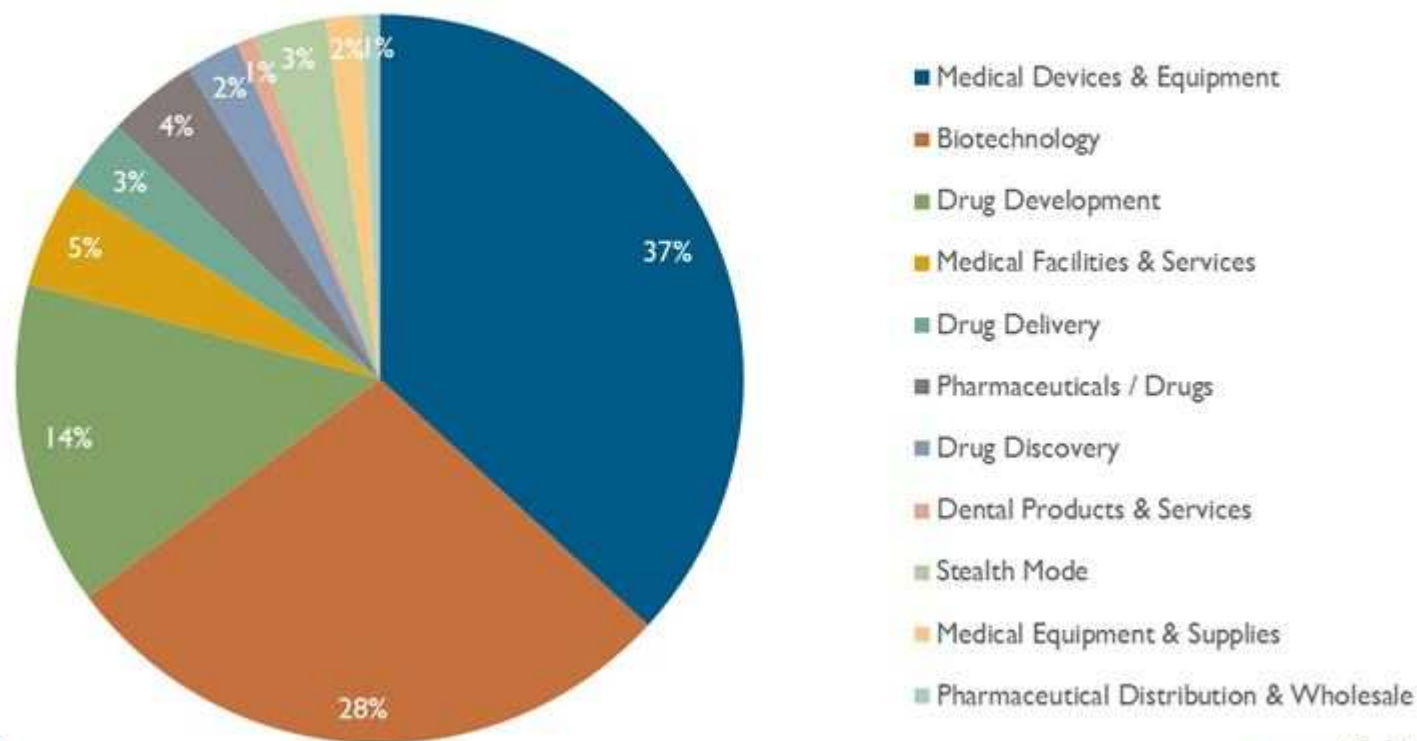
fenin **TECNOLOGÍA SANITARIA**

Plataforma de Inteligencia Competitiva



Qué sectores atraen al capital privado?

Healthcare VC Deal Volume by Industry
Q3 2014



CB INSIGHTS

www.cbinsights.com

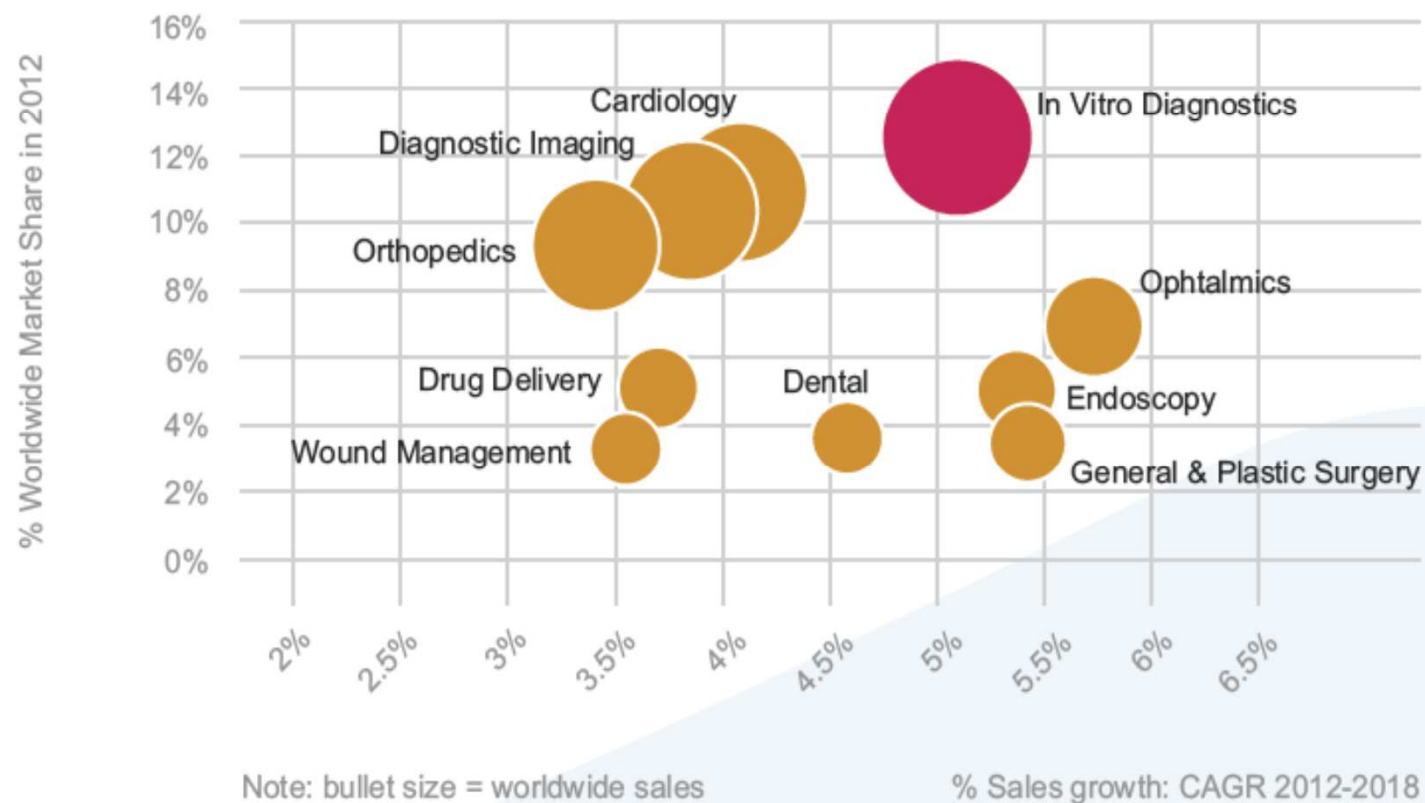
Foros de Emprendedores



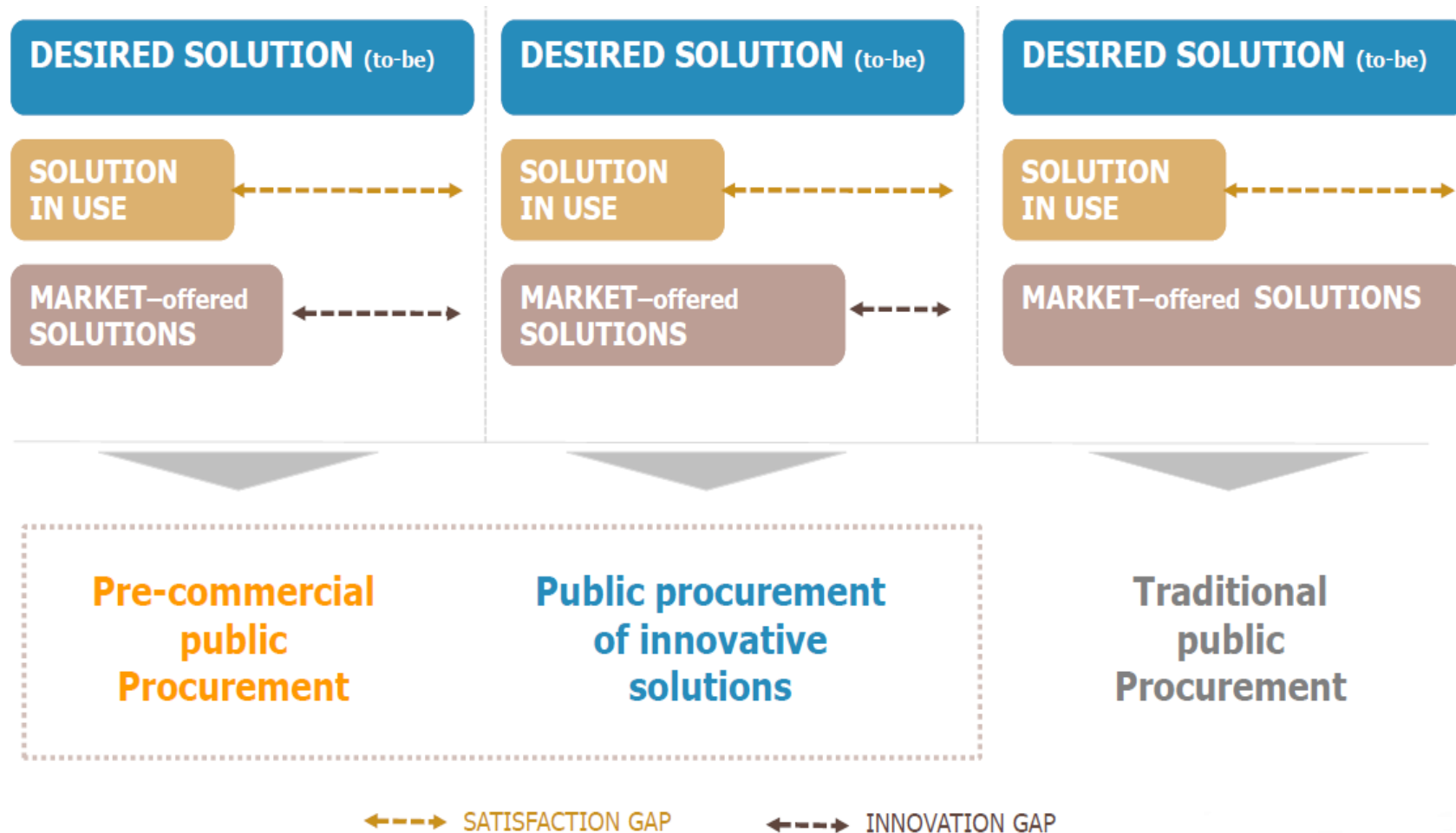
UIMP, 3 de julio 2015

Por Qué?

World medical technology market by area and sales growth, 2012-2018 ¹³



Innovative Procurement (PPI & PPC)



De forma que, al final...



Mi sueño “Made in Spain”

HOSPITAL ROOM OF TOMORROW



1 SMART PILL

Intelligent pill technology is currently being used to **diagnose digestive conditions** such as Crohn's disease and colon cancer.



2 SMARTPHONE ULTRASOUND

Researchers are working on a **handheld machine that connects via USB to a smartphone**. The device could prove life-changing in developing areas where people have little access to medical technology.



3 TAKING CONTROL

Patients will be able to raise and lower the shades in the room, order food, shut off the lights and access the Web. Prototypes are being tested.



4 MEDICAL TRICORDER

With a name borrowed from “Star Trek,” this device would use technology to **collect and analyze data on patients’ health** and then compare that data to electronic medical records. It also would run simulations to determine the best course of treatment. Military researchers are currently in the conceptual phase on the technology related to such a device.

5 ARTIFICIAL WOMB

Straight out of “The Matrix,” tanks are filled with **amniotic fluid**, and embryonic umbilical cords are attached to pumps that regulate **nutrient intake and waste production**. Such methods have been used for some animals, but they are still a theoretical possibility for use with human babies.

STEP INTO THE HOSPITAL ROOM OF THE FUTURE – OK, SO MAYBE ALL OF THESE COOL GADGETS WON'T BE IN ONE HOSPITAL ROOM (AND CERTAINLY NOT BY TOMORROW), BUT **ADVANCES IN MEDICAL SCIENCE AND TECHNOLOGY** PROMISE TO PROVIDE YOU WITH BETTER MEDICINE AND A MORE PLEASURABLE EXPERIENCE.



6 HEALTH DISPLAY

With the swipe of a card, **patient information will be displayed on a computer monitor** in the room. Doctors will see data they need to know (such as the full medical record). **Nurses will see information pertinent to their jobs** (like medical history and care requirements). Housekeeping staff will see information that helps them do their jobs. Prototypes are being tested.

7 CENTRALIZED IV SYSTEM

Nurses no longer will need to program your IV manually, as a **centralized system** at the nurse's station or elsewhere **will program them all automatically**.

8 SMARTBED

Without you being hooked up to 25 monitors, **your bed will track key health information**: Temperature, blood pressure, heart rate while you sleep. The information could then be sent wirelessly to health care providers' cellphones or email. Project is in developmental stages in Europe.

12 MEDICATION SECURITY

A medication dispensing system will **use bar codes and scanning technology** to reduce medication errors.

BETTER DRUGS

Research into **gene therapy will provide personalized medication like never before**. Your doctor will have access to your **complete genome**, so she'll be able to predict possible drug interactions and your body's reaction to potential treatments. Toxic reactions to drugs will plummet. Much of this work already is under way, and researchers predict many of the most life-changing advances will come in the next decade or so.

11 MEMORY RESTORATION

This military project is aimed at **restoring memory** by bypassing brain injuries. The theory is that injured soldiers would be able to return to the battlefield with improved performance. Researchers also hope the project will improve overall knowledge of short-term memory and brain functions.



10 ROBOTIC SURGEONS

These guys have been around since the late 1980s, but they are seeing increasing usage in heart, intestinal, brain, pediatric and orthopedic surgery. **Robotic “doctors” mirror human arms, allowing repetitive, controlled actions**.



9 ORGAN PRINTER

A complex 3D printing process can create tissue adequate for transplantation, bypassing the potentially lengthy process of waiting for an acceptable donor. While such devices aren't in use now to create full organs, some of the biological material they can produce has been used to help patients.

SOURCES

<http://www.physorg.com/news/145640874.html> <http://www.rwjf.org/qualityequality/digest.jsp?id=8753> http://www.washingtonpost.com/blogs/ezra-klein/post/the-future-of-health-care-today/2011/11/10/BIQA1v3Z8M_blog.html
http://medgadget.com/2008/02/smart_hospital_beds_of_the_future.html <http://www.infowars.com/the-future-of-organ-printing-and-artificial-biology/> http://www.drnl.gov/scitechresources/human_genome/medicine/tntv.shtml
<http://blog.sherweb.com/7-really-cool-medical-tech-advancements-underway/> <http://www.healthymagination.com/blog/new-frontiers-of-military-medical-research/> <http://utopianist.com/2011/03/3d-organ-printer-creates-kidney-on-stage-at-ted-conference/>

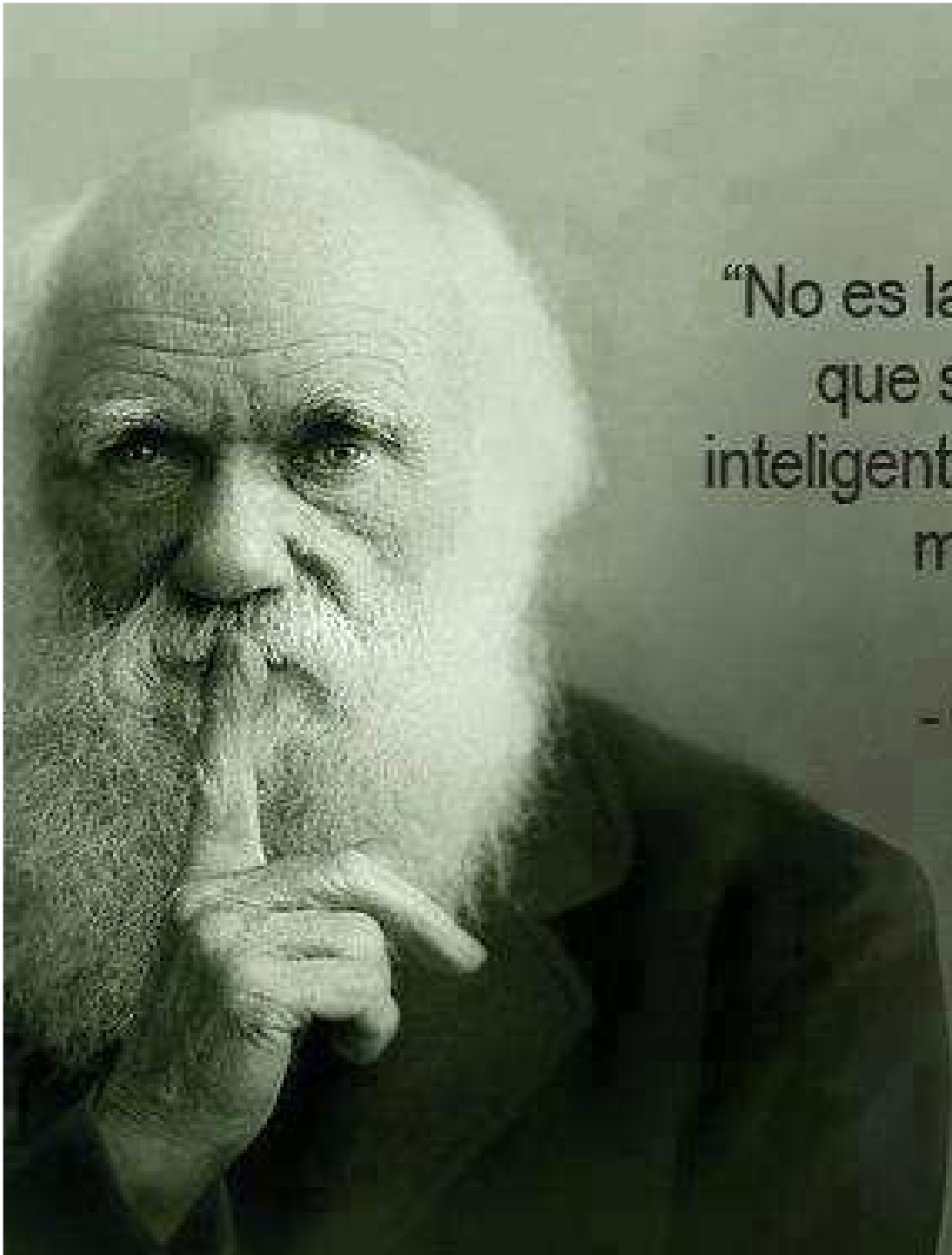
Análisis Coste-Beneficio

Por cada euro invertido en tecnologías médicas se obtiene un beneficio en términos de reducción de la estancia hospitalaria, reducción de la tasa de morbilidad y descenso del número de defunciones de:

- ✓ **1,47 € en enfermedades cardiovasculares**
- ✓ **1,36 € en enfermedades oncológicas (sin contar tto.)**
- ✓ **1,11 € para las enfermedades neurológicas**

Informe "Aportación de valor de las tecnologías en el sector sanitario". PWC 2014.





“No es la especie más fuerte la
que sobrevive, ni la más
inteligente, sino la que responde
mejor al cambio.”

- Charles Darwin



Muchas gracias!

Por lo tanto...

